

## Message Text

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73

ACTION EUR-10

INFO OCT-01 SS-14 ISO-00 EB-03 NSC-10 NSCE-00 CIAE-00

INR-10 NSAE-00 RSC-01 L-02 PRS-01 NEA-07 TRSE-00

DRC-01 SAJ-01 COME-00 SPC-01 FEA-01 SCI-03 /066 W

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R 251324Z JAN 74

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 5621

C O N F I D E N T I A L MOSCOW 1216

LIMDIS

E.O. 11652 GDS

TAGS: ENRG, ETRD, UR, US

SUBJ: DOW CHEMICAL NEGOTIATIONS WITH SOVIETS

REF: MOSCOW 15595, DEC. 14, 1973

1. DOW CHEMICAL REP ADVISED EMBOFF JANUARY 25 THAT SOVIETS HAD SIGNED CONTRACT FOR NAPHTHA SUPPLIES THROUGH 1980, WITH QUANTITY FOR 1974 SET AT 1.4 MILLION TONS AND UNDERSTANDING THAT AMOUNTS SUPPLIED IN FOLLOWING YEARS WOULD INCREASE APPROXIMATELY 10 PER CENT ANNUALLY. IN CONTRAST TO RELAXED SOVIET ATTITUDE REPORTED REFTEL, DOW REP FOUND SOVIETS DURING CURRENT NEGOTIATIONS CONCERNED OVER POSSIBILITY THAT REPORT OF NEW CONTRACT WOULD LEAK TO PRESS AND HE ASKED THAT INFORMATION BE VERY CLOSELY HELD. AT SAME TIME, HE NOTED THAT SOVIETS HAD MOVED BACK FROM PRELIMINARY COMMITMENT (REFTEL) PROVIDE 500,000 TONS OF GAS-OIL FOR SHIPMENT TO US DURING 1974. ALTHOUGH SOVIETS WERE NOT AS FRANK WITH DOW REP AS THEY WERE WITH KAISER INDUSTRIES NEGOTIATORS (SEE MOSCOW 1011) IN EXPLAINING THEIR INABILITY SUPPLY GAS-OIL FOR SHIPMENT TO US, DOW REP HAD CLEAR IMPRESSION THAT SOVIETS WERE MOTIVATED BY CONCERN THAT ARABS WOULD LEARN OF TRANSACTION.

2. DURING CURRENT VISIT, DOW REP ALSO RECEIVED OFFICIAL NOTIFICATION, AS OF JANUARY 23, 1974, OF APPROVAL OF DOW'S  
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APPLICATION FOR ACCREDITED OFFICE IN MOSCOW. HE ALSO RECEIVED

SOME ENCOURAGEMENT FROM UPDK THAT OFFICE AND APARTMENT WOULD BE MADE AVAILABLE DURING AUGUST 1974. ONLY DISCORDANT NOTE WAS ADDED BY MINISTRY OF FOREIGN TRADE PROTOCOL CHIEF VORONA WHO TOLD DOW REP THAT ACCREDITATION COULD BE WITHDRAWN AS EASILY AS IT WAS ISSUED. AS GROUNDS FOR WITHDRAWAL OF ACCREDITATION, VORONA REPORTEDLY LISTED DECLINE IN VOLUME OF COMPANY'S TRADE WITH USSR AND "UNACCEPTABLE ACTIVITIES" BY LOCAL REPRESENTATIVE. PRESSED FOR EXPLANATION OF LATTER POINT, VORONA REFERRED TO CASE OF JAPANESE FIRM WHOSE ACCREDITATION WAS WITHDRAWN WHEN ITS REPRESENTATIVE WAS FOUND THREE TIMES BY SOVIET POLICE IN "COMPROMISING CIRCUMSTANCES." VORONA ALSO NOTED THAT NETHERLANDS FIRM STEMMER-IMEX WAS "DISACCREDITED" WHEN IT WENT BANKRUPT. DUBS

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## Message Attributes

**Automatic Decaptioning:** Z  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CHEMICAL INDUSTRY, PETROLEUM, NEGOTIATIONS, FOREIGN INVESTMENTS, CONTRACTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 25 JAN 1974  
**Decaption Date:** 28 MAY 2004  
**Decaption Note:** 25 YEAR REVIEW  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** garlanwa  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974MOSCOW01216  
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**From:** MOSCOW  
**Handling Restrictions:** n/a  
**Image Path:**  
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**Line Count:** 74  
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**Office:** ACTION EUR  
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**Original Handling Restrictions:** LIMDIS  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
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**Review Authority:** garlanwa  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** DOW CHEMICAL NEGOTIATIONS WITH SOVIETS  
**TAGS:** ENRG, ETRD, UR, US  
**To:** STATE  
**Type:** TE  
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